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THE ORGANIZED FARMER

June, 1957

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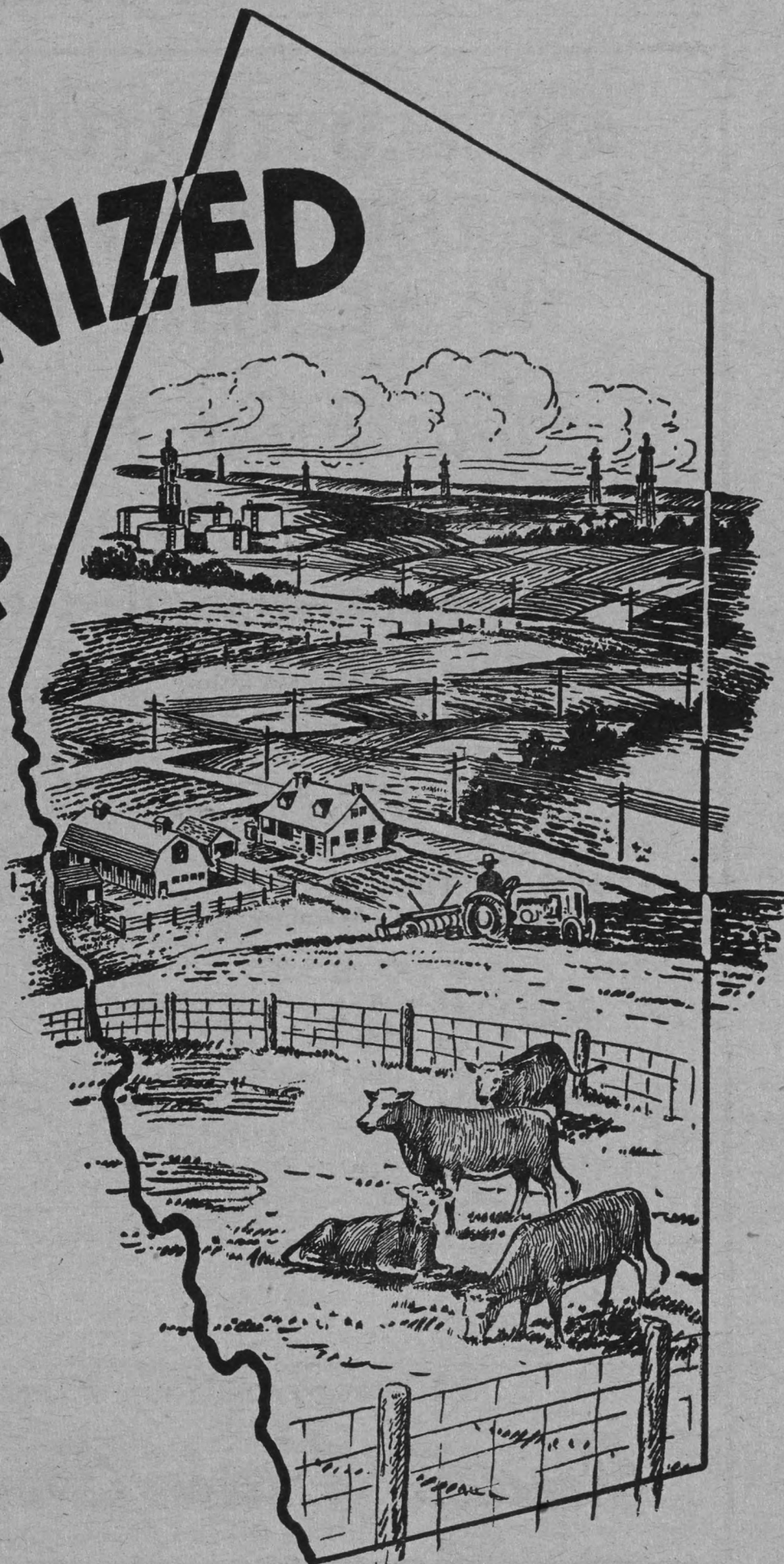
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President's Report

My report to you this month is going to be brief. It is being dictated late on Saturday night and Mrs. Platt and myself are leaving for the Peace River country early in the morning. I am afraid I have neglected the people up there and I am looking forward to meeting many of them next week, and seeing at first hand some of their special problems.

We had an executive meeting of the Inter-provincial Farm Union Council last week and it was decided to feature three topics at the joint Board meeting in July. These are: the grain situation, farm organization and the tariff policy of the farm union.

The results from the discussion on the grain situation will be incorporated in a Brief to be presented to the new government as quickly as possible. In the meantime we are collecting as much factual information as possible. In regard to tariffs — many groups such as potato growers and dairy producers are asking for tariff protection on their products. Our official policy is free-trade for everyone. We haven't had much success in getting free trade. The question is — should we make a change in our

policy, at least to the extent of supporting the requests of certain groups for tariff protection. There are a lot of arguments on both sides.

At a recent A.F.A. board meeting Gordon Harrold, our chairman, reported on the International Federation of Agricultural Producers meeting held recently in Lafayette, Indiana. The Canadian delegation took a strong stand against the United States policy of dumping agricultural surpluses wherever they please, and disrupting markets and prices of other exporting countries. The Canadians got a lot of support from other nations, including India, and were also supported by two major farm organizations in the United States, the Farmers' Union and the Grange. Only the American Farm Bureau group supported the United States government stand. I think it is particularly significant that the United States Farmers' Union and the Grange are in support of our stand. If enough public opinion, both within the United States and throughout the world can be mobilized perhaps we can yet persuade the United States government to reconsider its senseless policy.

The Alberta Farm-Labor Co-ordinated Coun-

(Continued on Page 4)

THE FARMERS' UNION

(Editorial from "The Times", Wetaskiwin)

Every farmer should be a member of his own local F.U.A. group. It is an organization dedicated to his welfare and the solution of his production and marketing problems. It is the most effective means of presenting his case before governments and the court of public opinion.

After attending a farmers' union local meeting earlier this month, it is hard to understand why its membership is not much closer to the 100 per cent mark. The discussions which took place were interesting, the meeting was well handled and the decisions represented sound thinking and sincerity of purpose. Why are a great many farmers outside the fold?

Perhaps it is for the same reason that all Christians are not in church every Sunday, or all business and professional men are not members of their chamber of Commerce. Disinterest and an unwillingness to carry a fair share of the load on the part of some, is an affliction in every walk of life and, in this respect, the farmer is no different to anyone else.

The forced membership, or dues levied with taxes as advocated by some F.U.A. members, would not change the situation. It might bolster F.U.A. revenues but it would detract from rather than add to the strength of the organization by building up a false impression of membership support.

As it is presently constituted the F.U.A. is doing a fine job for its community as well as its members. Every improvement in the lot of the farmer is a boost for the rural areas which are dependent upon the agricultural industry. The F.U.A. movement deserves more attention and more support from the business men and urban residents who serve the farmers' needs. But the responsibility for enlisting that support rests with the F.U.A. itself.

One way to promote that interest and understanding might be for each F.U.A. local to extend a special invitation to one or two business men to attend a regular meeting and participate in the discussion of farm problems.

The F.U.A. is also demonstrating its interest in the welfare of the whole community through its sponsorship of joint political meetings during the current election campaign. Although the accent is on farm interests and legislation at these meetings, there is ample opportunity for the discussion of all aspects of government in Canada. In addition to farmer audiences these

meetings have drawn many other interested citizens.

The more we understand about farm problems the more we appreciate the excellent work being done by the Farmers' Union of Alberta.

IN MEMORIAM

It was with deep regret that we learned of the sudden passing of Mr. J. E. Carter of Edberg, Secretary of District 8. Mr. Carter has been secretary of his district for many years and his death is a great loss to the district. We wish to extend our deepest sympathy to his family.

IT PAYS TO HAVE FRIENDS

As many of you may know, Mr Carl Stimpfle of Egremont was ill for over a month, and was confined to the hospital most of this time. Because of this he was unable to put in his crop. His neighbors got together and put in his crop for him. This is a wonderful thing to do and we wish to congratulate the people who took part.

PRESIDENT'S REPORT . . .

(Continued from Page 3)

cil has now been set up under the chairmanship of Mr. Charles Gilbert, of the Edmonton Labor Council. Mr. Andy Wood is vice-chairman and Mr. Henry Young, secretary. Mr. Gilbert and Mr. Young are the Alberta representatives on the National Council. Mr. Young tells me that the co-ordinating council in Alberta will meet again shortly to consider an action program for this coming year. It is expected that this will involve joint presentations on matters of interest to both groups. Mutual help in educational matters will also be considered.

Farm Young People's Week at the University is well under way. I am particularly pleased at the number of junior directors who are present at this meeting, and I am also particularly pleased with the fine job that they are doing. Special attention and congratulations should be given to Richard Barton, the junior director for District 14, who brought in a very large group of farm young people with him. I am sure that the Junior movement is on its way to becoming a real force in farm organization in Alberta.

Results of interviews with municipal councils continue to come in. While the total number so far reporting is very small I am pleased to report that they are running more than two to one in favor of supporting our stand for the municipal collection of dues.

Across The Secretary's Desk



By Mrs. Pansy Molen

Junior F.U.A. Annual Meeting

The Jr. F. U. A. annual meeting was held at the University of Alberta during Farm Young People's Week on Tuesday, June 11th with approximately 100 young people present.

The new executive was elected and eight resolutions were passed.

Dean C. Lien of Warner was named president, succeeding Walter Scheidt of Disbury. 1st Vice-president elected was Richard Barton of Wrentham and 2nd vice-president, Hannah Anderson of Sugden.

Guest speaker was Ed Nelson, FUA executive member who discussed young farmers and their place in the FUA organization. Rev. G. L. Vogan opened the day with invocation.

Mrs. Geo. Beach, FWUA convenor of Young People's work introduced the Jr. FUA queen, Gail Oberg of Meeting Creek and her attendants, Doris Shemelko of Whitelaw and Maureen Elliott of Symons Valley. Later, Mrs. Beach brought greetings to the meeting from the FWUA.

Resolutions committee elected consisted of Alex McCalla, Aubrey Marler and George Doupe. Elections committee named was Bob Hutchison and Hannah Anderson, order of business committee was Dean Lien and Hartley McDonald. Aubrey Marler and Hannah Anderson were named to the banquet committee.

An exchange delegate, Colin Thomson of Lynden, Saskatchewan was introduced. Fraternal delegates introduced were Bill Scarth of the United Grain Growers, Gordon Campbell of the Alberta Wheat Pool.

Among resolutions discussed and passed were those dealing with Jr. FUA having representation on the FUA Executive, exchange visits, donations to the Banff Leadership Course, basis for membership in the Jr. FUA.

BILL LOGAN

The Farmers' Union of Alberta suffered a real loss when, on June 1st, Bill Logan left his position with us to go into private business in Wetaskiwin.

Bill was an old-timer in the Farm Organization. He was one of the originals and a director of the A.F.U. Many a tale he has told me, when we were on the road late at night, about those stirring times. He was a farmer in the Holden district until he injured his back and had to give up active farming. For a number of years he worked with the Co-op Wholesale, traveling much of the time throughout the province. He joined the Farm Union staff in late 1954 to help Mr. Summers with the Round-up drive.

Bill's official position was co-ordinator of organization. That is a fancy name for a man who gets no credit when something is a success and takes all the blame when something goes wrong. In this capacity he put on Jubilee Day and F.U.A. Week. They were successful. They were successful because hundreds and hundreds of loyal members worked together as a team. Bill was the lead man in that team and, believe me, he did his share.

While organization was his official job, he had lots of others. Many he took on himself, and lots were foisted on him by people like myself — whom I'm afraid, on occasions at least, took advantage of his good nature. Any way he took them on and he made a good job of them. There's many a farmer who will remember Bill as the fellow who helped him in his troubles with the oil co., or the bank, or the municipal council. The girls will remember him as the guy who always had time to fix a sticking desk-drawer or a bawky typewriter, and who always had a cheery smile and a kind word for all. I'll remember him as a man completely loyal to the Farmers' Union; who gave everything he had to his job; who never had an unkind word to say about anyone, and God knows he had, on occasion, plenty of provocation; who was never too busy to give me a hand when I got snowed under; who had a profound knowledge of farming, of farmers and farm problems; who did his own thinking and expressed his thoughts well; and who had a deep and understanding sympathy for the little guy and the justice of his cause.

The farm people, the farm union officials, the office staff and myself will all miss you, Bill, yes — more than we like to think about.

To you and Myrt and family best of luck in your new venture, and come and see us real soon.

A. W. Platt.

VERTICAL INTEGRATION --- A Cure for the Economic Problems of Agriculture

Address by A. W. Platt at the University of Alberta
Feeders' Day, June 1st, 1957

It was very kind of the University authorities to give me this opportunity to speak to you today. I appreciate it very much. I have had many happy years of association with the University, and perhaps better than most appreciate its contribution to the agriculture of this province. It was my good fortune to know the late Dean Sinclair rather well and certainly no Albertan is more deserving of honor in agricultural circles than was this great man. In his research he had a world-wide reputation and yet he was never too busy to explain his results to a farmer, or to counsel a student. Among his other contributions he built a staff that is following in his footsteps. The greatest compliment I can pay to them today is to say that, in my judgment, they are doing just that.

We, in the Farmers' Union, are deeply conscious of the need for efficiency in farming operations. We therefore appreciate the opportunity that Feeders' Day offers for farm people to obtain the latest information on the most efficient methods. In the province we have some 30,000 farmers banded together into 900 locals who meet regularly to discuss farm problems. To these meetings district agriculturists and scientists from experimental farms and the university are frequent visitors to bring the farm people the latest scientific information so that practices may be improved on the individual farms. This great forum of farm people obtaining and exchanging information has, and is having, a tremendous influence on agriculture in Alberta. Despite certain criticisms and horrible examples that are paraded, I am of the opinion, that Alberta farmers are as efficient as may be found anywhere, and what pleases me most is that they realize that agriculture is a dynamic industry, always demanding change, so that being a good farmer requires a constant assessment of all the factors involved.

At these farm meetings, other things besides efficient production are discussed. The economic problems of the farmer receive, and rightly so, a great deal of attention. Certainly the first duty of every farmer is to provide his family with an acceptable standard of living. By and large, this has been difficult to do in recent times. There are certain chronic disabilities of

the agricultural industry that have resulted in farmers, as a class, having great difficulty in obtaining their fair share of the national income. I do not think I need to document that statement except to say that farmers represented 13.3% of the labor force in Canada in 1956 and received 7% of the national income.

The reasons for this chronic disability are many and varied but most of them can be boiled down to the simple statement that the farmer has no bargaining power in the market place, either as a buyer or as a seller. To elaborate briefly — because as an individual he buys in small quantities he must pay full retail price for not only his personal living but for those things he uses in his production. No other manufacturer follows this procedure. Similarly, when he comes to sell his product, it is a case of many sellers and few buyers, with the individual having no bargaining power whatsoever. As an individual he can have no effect on price by reducing production or withholding it from the market. Similarly, he has no mechanism at his disposal that enables him to pass on to the consumer the increased costs that he may encounter. Furthermore, he has no mechanism for controlling or disposing of an overall surplus. In food products a surplus of 1% means a decrease in price of 6 to 8% on all production.

I realize that what I have just said has not been documented but I think that any farm audience will agree that I have outlined the fundamental problem. These troubles, have come about, not through the machinations of evil men but because agriculture is organized economically on an entirely different basis than industry. Agriculture consists of many units operating independently, with no overall buying or selling program, as contrasted to industry where a few large units are co-ordinated under an overall program of research, manufacture and sales. While this is the primary cause of our troubles the sores have been rubbed and aggravated by national government policies unfavorable to agriculture, and by sharp practices on the part of some buyers of agricultural products.

Literally hundreds of solutions, and variations thereon, have been advanced to solve the farm problem. You will be glad to know that I do not propose to deal with them today. I think these solutions can be classified into three main groups.

First, there is the laissez faire type of solution which believes that problems will somehow solve themselves. For example — President Eisenhower said something to the effect that the farmer will find parity in the market place.

I will grant that the smart or fortunate individual may achieve parity in the market place, but neither the industry, nor the great majority of individuals in it will be able to do so. Anyone who thinks so just isn't familiar with Grade XII economics, or has a sinister motive in mind. I won't speculate on which category the President of the United States falls in. Perhaps his statement can be boiled down as one Montana farmer did — to one word, "hogwash".

The second type of solution is that proposed by farm organizations. This type has four main features: education in efficient production and co-operative principles; self-help projects for the joint purchase of supplies; self-help projects, either by co-operation or compulsion, in the marketing of their products so as to obtain a measure of bargaining power in the market place; and, finally, government assistance in formulating policies more favorable to the industry, and direct payments or subsidies under certain circumstances. This policy varies greatly from country to country, and within a country by different farm organizations. It has achieved a measure of success in all countries, and in some countries — notably England and the Scandinavian nations — it has been remarkably successful. In Canada, while not solving our fundamental problems we have many achievements to our credit, such as the great producer and consumer co-operatives, many marketing boards and self-help projects. There are many reasons for the slow progress that is being made. Perhaps the most important is the inability of farmers themselves to agree on the details of the above proposals, and the ease with which they can be weaned away from co-operative ventures. A second difficulty has been the tendency to regard one of the components of the policy as all-important without due regard to the others. For example — in the United States, emphasis, to the exclusion of almost everything else, has been placed on government price support. By itself it did not and could not solve the problem.

The third type of solution is really the subject of my talk today — "Vertical Integration — A Cure for the Economic Problems of Agriculture". I shall try to explain what vertical integration in the food industry is; to visualize for you how it would affect our rural areas and farm people; to demonstrate to you that this is a very real and practical business proposition; point out how I believe that it will solve the economic problems of agriculture; and, finally, I shall give my reasons, which will be social and not economic, as to why I hope that farmers will reject this idea.

Vertical integration means a wholly-owned

or controlled industry from top to bottom. In the food industry this means producing the food, processing it, and retailing it to the ultimate consumer. Mr. James Patton, president of the United States Farmers' Union, says that vertical integration is a fifty dollar word meaning "what happens when a chain store buys a feed lot and slaughters its own cattle for retail sale". The fundamental change proposed is to reorganize the set-up of agriculture on the same basis as in industry, and thus eliminating the chronic economic disability from which agriculture now suffers.

I cannot at this time give you any examples of where complete vertical integration has taken place. There may be such examples — particularly from the United States, where a start has been made in this process.

The integration between processor and retailer is becoming well established. For example — even during the period 1940-47 one chain store in the U.S. acquired 12 packing plants in ten states, 15 cheese plants, eight butter firms, one fish processing plant and one poultry processing plant. Four large meat-packing plants in the U.S. have an application before their government now to permit them to enter into the retail grocery business. Similar evidence of integration between processor and retailer are at least suspected of being in existence to a minor degree in Canada.

Now, let us look at a few examples of integration between processor and producer. Last winter General Mills announced a plan—"Egg Business in a Package", in which they supplied feed, pullets and houses and purchased all the eggs. You are also familiar with the practice, common in Alberta, of packing houses putting feeder cattle out to the farmer or feed-lot operator for finishing.

The broiler industry in the United States is one of the best examples of almost complete vertical integration. Mr. Earl F. Crouse, vice-president of Doane Agricultural Service, recently reviewed the situation in a speech that was printed in the Co-operative Digest. Mr. Crouse is a very important person in an organization that is world famous for its ability to detect trends in agriculture. Speaking of the broiler industry he said, "broiler production has become an industrial giant in the agricultural field." "The financing, management and organization of the labor force is more like that of industry than of traditional farming." "Broiler production, more than any other major farm enterprise, is organized on an assembly line basis." "The techniques are being studied carefully in many other agricultural fields, and un-

less the government interferes it is safe to assume that broiler production is a prototype of things to come in many other segments of farming!"

In describing the industry Mr. Crouse said that it started out with five groups being concerned with the matter. These were the producer, the operator, feed company, processor and retailer. Speaking of the producer Mr. Crouse pointed out that under the present set-up he has little independence of action. Usually he owns his farm and the broiler house, but has no money in the chicks, none in the feed, and he cannot sell except through accepted channels. To quote Mr. Crouse, "to most of us this man is the farmer, but technically he is more like a production worker on an assembly line who is paid on a piece-work basis." Next in line is the operator — so called. This person is contractor, feed man and credit man all rolled into one. He is the man who signs up the broiler producer, furnishes the chicks and the feed, provides a certain amount of managerial direction and veterinary aid. It is his business to contract with processors for the best possible deal in marketing finished birds. As this man has control of the production of the birds he is very independent. The feed company must deal with him if they are going to sell a reasonable amount of feed. Similarly, the processor must deal with him if he is to be assured of an adequate supply of products coming into his plant from time to time. Because of his success the operator is tending to disappear. In many cases his work is being taken over by the feed companies so that they will have better control over their feed outlets. This is a necessary trend from the stand-point of the feed company, which has so much money tied up in production equipment, warehouses and inventory.

The fourth group in this vertical integration concept is the processor of the birds. This man is also under the domination of the operator or the feed company in the present scheme of things. He may be, under certain conditions, almost powerless to obtain broilers for processing without a contract, or at least an understanding with the operator or feed company. On the other hand marketing of the birds is tending more and more to "brand names" through direct retail outlets. The big chains now buy direct and the independent grocer is buying through his association. This situation puts the processor in a merciless squeeze between the operator on the one hand and the retailer on the other. To get a good outlet he has to guarantee the supply, but what happens if the operator decides to sell the birds to someone else? Typically, the processor has a heavy investment in machinery, equipment and in-

ventory. The operator, as already indicated, has relatively little to lose so can drive a hard bargain in all directions. As a result more and more processors are moving into the operative field. They are making their own contacts with the growers and, usually, handle their own feed. Gradually we see in this the complete integration picture emerging. One corporation will contract with producer, supplying chicks, feed and management. They will process the poultry and retail it, under their own brand name. The farmer still has the land and buildings, but no more. Sooner or later new buildings will be needed. The farmer can't afford them so — the company builds them and, to protect its investment, buys the land as well.

Here we have a complete picture of what vertical integration in the food industry means. What has been done with broilers can be done with eggs, and undoubtedly will be done very shortly. What has been done in the poultry industry can be done in the hog industry and in the beef industry. I would suggest that if vertical integration comes it will come in that order. Eventually it could well take in practically all fields of agriculture, except perhaps the production of grains for the export market.

I suspect that some of you believe I am setting up a straw man, which I will now demolish with righteous indignation. That is not so. This is a perfectly practical business proposition. This system of food production and distribution will work. Remember what I said about the fundamental economic problem with agriculture — lack of bargaining power in the market place. If four or five large corporations control the meat business of Canada, from the birth of the animal until it reaches the consumer, you can readily visualize their bargaining power, both in buying and selling. In other words, you have solved the basic economic problem which has kept agriculture in an inferior economic position.

Some one may ask what about management? This will present a problem; but remember — this scheme will start slowly, enabling management to gain experience as it goes along. People who are interested in this type of business are not unduly concerned about management problems. They say they will be tough but they can be solved.

What about labor? It will be recruited largely from the existing farm population. For a period such labor is going to have a pretty tough time. In the early stages corporations will be in competition with individual farmers who will provide rough competition. Eventually, of course, the corporation will take over and then labor can expect the same wages and other

benefits that those in industry now enjoy. Within limits costs of production will not matter because increased costs will be passed on to the consumer. All any corporation need do is keep its costs in line with its competitors.

In setting up the case for vertical integration I think we can conclude that it has been advanced sufficiently far so that a reasonably clear picture of what will happen in the future can be seen; that it is a perfectly practical business proposition; that it ensures the nation of adequate food supplies with the consumer paying the cost and with no direct contribution from the taxpayer.

Now for a brief look at the other side of the picture. The proposed cure does away with the individual farm and the farmer. The farmer becomes a production worker with all the benefits and all the disadvantages of that status. In the final analysis I suppose what we all want is happiness, and perhaps one can be just as happy as a production worker as one can be as an independent operator. I don't know, but I know I wouldn't be and suspect a great many more wouldn't either.

Be that as it may, I think the most important argument against vertical integration is one concerning the national welfare. The most important thing produced on the farm is children. Throughout history boys and girls from our farms have migrated to and revitalized our cities. They have made contributions out of all proportion to their numbers — in the arts, the sciences, the professions and the political and business life of the nation. We have on our farms a proud, God-fearing, freedom-loving people who carry on their daily tasks in an atmosphere conducive to thought and meditation. It is in such an environment that we will bring up and give early training to the great Canadians of tomorrow. **I think it is worth preserving.**

Will we, or will we not, have vertical integration in Canada? The answer depends on the farmers. Agriculture will not remain static. Corporate finance is prepared to gamble on vertical integration in the food industry. If farmers do not take action vertical integration seems the most likely change that will occur.

If farmers do not want this type of agriculture they have two courses open to them.

First, they can attempt to have it made illegal by legislative action, as the farmers of the United States are doing today. I do not think this course of action will be effective. Governments will be loathe to kill a scheme that gets agriculture out of their hair, and it

will be difficult to get the consumers concerned about it until it is too late.

The second course of action is relatively simple and wholly within the farmers' hands. They have the legislation to seize control of their own products and to market them as they see fit through their own marketing boards. By so doing they would effectively kill for all time the possibility of vertical integration down to the producer level. Whether they will or not time alone will tell, but the time might be much shorter than many think.

BERRYWATER F.W.U.A. CARES FOR INDIAN BOY

Berrywater FWUA local is taking care of the education of a 12 year old boy from India Donka Paparao. This is done through the Unitarian Service of Canada. Donka is a healthy, bright boy, glad to be attending school at last. He has a great mechanical aptitude. In his leisure time he reads scriptures and works in the garden at the Home. We think this is a wonderful thing for a local to do.

HELP WANTED — MALE EXECUTIVE ASSISTANT

Duties—to assist in field organization work throughout the province, to co-ordinate, manage and keep records of membership drives, to interview and assist Farm Union members with their problems and to generally assist the president and the secretary in gathering information, replying to correspondence and such other related work as may be required.

Qualifications—A good farm background is essential and experience in farm organization highly desirable. Good personality, ability to meet the public, experience in office routine and public speaking are important. Must have car and be prepared to travel. Preference to man with experience and background in the Farmers Union of Alberta.

Apply to the Secretary, Farmers' Union of Alberta, 9934 - 106 Street, Edmonton, Alberta, before July 15, 1957.

The Organized Farmer

Editor A. W. PLATT

Members 50c a year

Non-members \$1.00 a year

Authorized Second Class Mail,
Post Office Department, Ottawa.

Published monthly by
FARMERS' UNION OF ALBERTA
Edmonton, Alberta, Canada.

 Printed by Co-op Press, Edmonton.

Vol. XVI

JUNE, 1957

No. 6

EDITORIALS

The Egg Marketing Plan

According to an official government announcement egg-producers in Alberta will be enumerated at the time of the enumeration of the liquor plebiscite. We are informed that this will likely be held in October, and the vote will be held at a later date. The long delay in this matter is of considerable concern to an industry that is having a pretty rough time.

As yet we have no announcement as to how a producer will be defined, or how the vote will be taken. Presumably, unless a change in plans is made, there will be compulsory enumeration of all producers.

Our interest in this matter is simply this: We want to give the people who sell eggs in reasonable quantities a fair opportunity to express their opinion for or against the proposed marketing plan. We presume that the government wishes to do the same thing.

The difficulty lies in the Act which requires a 51% vote of the registered producers before it becomes law. This Act was passed by the government against the advice of the F.U.A. and the A.F.A. They have since refused to change it. This Act assumes that every producer who does not vote is opposed to the plan. Such an assumption is completely erroneous. He may be ill, absent or forgetful. If he only

markets the odd case of eggs, as thousands of farmers do, he may not be interested. If we are to accomplish anything under this Act it would seem that one of two courses can be followed. First, as we have previously suggested, we could have voluntary registration and voluntary voting. If a producer takes the trouble to register, and doesn't vote then, in most cases at least, he can be assumed to oppose the plan. Secondly, if we are to have compulsory education, as the government suggests, then we should have a compulsory vote. It seems to me that this is the only fair way to do it.

It may be argued that it is not of much importance whether the egg marketing plan is adopted or not. Personally, I think the egg-production business is worth saving. But, regardless of that, it is important that some machinery be devised, and quickly, that would enable the government to determine whether or not producers favor any marketing plan that may be proposed.

Agriculture is in a period of rapid change. Corporation control of poultry production, processing, and retailing is well on its way. What can be done with poultry can be done with other farm products. The most potent weapon we farmers have to preserve individual enterprise and the family farm is — Marketing Boards. The issues are very great. As farmers we have every right to expect our government to devise methods to accurately determine producer opinion so that action can be taken under the legislation they have seen fit to give us.

Educational Opportunities

Farm people have always appreciated the benefits of education and have made great personal sacrifices to give their boys and girls the best possible schooling. The F.U.A. and, particularly, the F.W.U.A. have devoted much time and effort towards making opportunities available for farm boys and girls to continue their education beyond the public school level.

I want to draw your attention to the assistance offered by the Alberta Wheat Pool and the United Grain Growers Ltd. in enabling boys and girls to further their education. The details are given in another section of this issue of *The Organized Farmer*. If you are a farm boy or girl, or if you have a boy or girl, read about their offer and write for further information if you are interested.

These great farm co-operatives are to be congratulated on the generous assistance they

offer. They have helped many in the past and we are happy to note they are continuing their assistance.

There are many other scholarships and bursaries available to you people. If you want to go to University, or an agricultural school, or a technical school, or business college, and money is holding you back, enquire about the help that is available. See your local high school principal. He has a lot of information. If you still cannot find something suitable write the farm union office. We will do our best to help. We see no reason why any farm boy or girl should not take advantage of our educational opportunities because of lack of money.

To all farm boys and girls — if you really want to further your education, if you have a satisfactory record, if you promise to work hard, we will help you.

The Case for Farmers

(A direct quotation from "The Red Deer Advocate")

There are a lot of farmers in Western Canada, thank God for it. Many of them are hard workers, and because they are, and only because they are, this fertile land continues to produce its millions of bushels of grain and its many thousand head of livestock. Caught between the two millstones of markets protected against their products on one hand, and high tariffs and freight rates on almost everything they buy on the other, it is obviously essential to the national economy that some minimum price be set for farm products if western farmers are to survive. That is one of the facts of life and should be accepted as such.

96% OF BRITISH POULTRYMEN VOTE FOR EGG MARKETING BOARD

Poultry producers in Alberta will be interested to know that British poultrymen recently voted 198,000 to 12,000 in favor of forming an Egg Marketing Board. A two-thirds majority was required in order that the scheme might be proceeded with. The Board is authorized to begin operations any time after May 14, 1957.

Australia has had an Egg Marketing Board since 1927 and, in spite of a surplus averaging 30% of total production during the past five years, egg prices to the Australian producer have been consistently higher than those received by the producer in Canada, where the surplus, during the same period, has been only three per cent.

SOIL STUDY

by Mrs. Don Pence, Cayley

Not so long ago, if you talked about correct diet and planning foods for health and the relationship between the soil and food and health, well, you would be dubbed a faddist. Now it is being talked about in the open, and district agriculturists will quickly tell you that poor soil cannot be expected to produce good crops. It must be assisted by fertilizers, crop rotation and good farming practices. Dietitians will tell you that some fruits and vegetables contain more of certain vitamins than others.

More people are talking about soil conservation and now a committee has been set up in the Senate to study land use.

Many people have written books on the subject and one of note is Alexis Carrel and here is a quotation from his interesting book "Man Unknown":

"Our foods may not contain the same nutritious substances as in former times — chemical fertilizers, by increasing the abundance of the crops without replacing all the exhausted elements of the soils (trace minerals) have indirectly contributed to changing the nutrition value of cereal grains and vegetables. Hygienists have not paid sufficient attention to the genesis of diseases. Their studies of conditions of life and diet, and their effects on the physical and mental state of modern man, are superficial, incomplete and of too short duration. They have contributed to the weakening of our body, mind and soul by not stressing the care of the soil.

"The preservation of fertility is the first duty of all that live by land. There is only one rule — leave the land better than you find it."

How shall we go about this. First read what agricultural economists have to say. Agricultural extension workers are always seeking the ideal tool to help get this "Know How" of agricultural science across to farmers. It takes 20 years for a new idea to be generally accepted. Twenty-seven per cent of the farmers adopt the new and improved method due to individual visits and advice from D. A's, 20% due to mass approach such as radio and TV, 19% due to indirect means as neighbor to neighbor, 32% of the time is due to addresses to audiences and organizations followed by group discussions and buzz sessions.

We believe these extension workers are missing a bet. They should appeal to the women also. Why?

1. Behind every great movement there is usually a woman.

2. The "Know How" or knowledge would reach into every home.

3. Women would take action if and when they realized this new knowledge would indirectly help the physical, mental and spiritual health of their children and thus of the nation.

However, not being appealed to and realizing the importance of vitamins, minerals and proteins in our food — we ourselves should study how they are built up from the soils into plant life by including the study of soil culture in our programs.

Sources of material for study:

Kits for distribution from head office containing free literature pamphlets, booklets etc. contributed by A.W.P., U.G.G., Dept. of Soils, University, Dept. of Agriculture and D.A's and 4-H activities.

Valuable books on soil study could be purchased by our union and added to the kit. Such as:

Our Plundered Planet by Fairfield Osborn; Road to Survival, by Vogt; Conservation in Canada by John McConkey; The Rape of the Earth by Jacks and White; Soil Fertility by E. Pfeiffer; Farming and Gardening for Health or Disease by Sir Albert Howard; Your Daily Bread by Doris Grant; The Changing Universe by John Pfeiffer; Look Younger and Live Longer and Eat to Live by Gayelord Hauser.

Four members could take home material for study each month — from 15 to 20 minutes could be set aside in each program for group discussion, with these 4 members acting as chairmen — next month 4 other members taking the lead.

At the end of the year or program films could be shown on this subject, or outside speakers brought in. Keep a record of discussions. Keep in mind the following steps for action:

1. Study of assistance and direction (if any) governments are giving to municipalities, organizations and individuals, for grassland farming, for community pastures, for irrigation, flood control and reforestation.

2. Study results of commercial fertilizers on the health of the land, animal and people by countries that have been using it more extensively than Alberta.

3. Study of our communities to understand what conservation practices are needed at home.

4. Study the soil as a living organism and

learn how to keep it so — to restore the fertility of the soil, knowing the nutritional value of our cereals, vegetables and animal products are wholly dependent on the soil.

After this study we should have made some worthwhile resolutions. Are you interested?

"And nature, the old nurse, took
The child upon her knee,
Saying: "Here is a story book
Thy father has written for thee.
Come wander with me, she said,
Into regions yet untrod.
And read what is still unread
In the manuscripts of God."

—Longfellow

F.W.U.A. Conferences in District 11

Four very successful F.W.U.A. Conferences were held in District 11 during the last week in May. The attendance was very good with over 50 women present at each of the first three conferences and 35 at the fourth. Mrs. Braithwaite, 2nd vice-president of the F.W.U.A., accompanied Mrs. Russell Johnston, F.W.U.A. director, to all of the conferences and both spoke of the work of the farm organization and particularly the achievements of the F.W.U.A. Mrs. Braithwaite gave a very interesting account of the farm delegation to Ottawa. A very worthwhile feature of these conferences was the reports from the various locals outlining their activities for the previous year. At all conferences musical and other entertainment items were most enjoyable.

The Naco conference combined locals from two conference areas in the eastern part of District 11 with the Fleet local driving about 70 miles. At this conference a skit, written by a member of the Sedalia local, and produced by two members of the Naco local, emphasized the need for a marketing board and produced much merriment.

The Cessford conference in the area south east of Hanna met annually for the greatest number of years of any conference in District 11. Nearly 100% of the women in this area are members and the locals are very active. The present conferences in District 11 are modelled after conferences held in this area during the time when Mrs. J. K. Sutherland was U.F.W.A. director for Acadia. A special feature of this conference was a well conducted buzz session on parity prices and deficiency payments for farmers.

A well attended conference was held in the

(Continued on Page 17)

FROM A POINT OF LAW:

by A. M. BROWNLEE

The recent discussions in this column respecting The Domestic Animals (Municipalities) Act have raised certain interesting questions. It therefore seems worthwhile to deal with the subject further.

Concern is expressed by some as to the lack of facilities such as saddle horses and hired hands available to the present day farmer for the purpose of impounding stray animals, and the suggestion has been made that rural municipalities should play a greater part in protecting land owners. Rural municipalities have authority to pass by-laws prohibiting domestic animals from running at large, and they also have the right under Section 231 of The Municipal District Act to impose fines not exceeding \$100.00 for a breach of a municipal by-law. The question is asked as to the right of land owners to require municipalities to pass and enforce such by-laws. The answer to this question is that no such right exists other than the right of electing representatives who will fulfill the wishes of their electors. It is highly probable that where the land owner is given a means of protecting his property and claiming damages, municipalities will be reluctant to burden themselves with the job of enforcing by-laws by prosecuting offenders. It is a matter of common knowledge that rural municipal governments in this Province do not have the facilities or the personnel with which to carry out all of the various services which under the legislation they might perform.

There seems to be room for clarification about the necessity of fencing crops in order to protect them against stray animals and in order to give the owner the right to impound and to claim damages when his crops are damaged. The Domestic Animals (Municipalities) Act is a very difficult one to follow, but it would appear that the following conclusions can be reached:

1. All domestic animals, other than entire and mischievous animals, may run at large in any municipality unless the municipality passes a by-law to the contrary. Entire animals may run at large as they are permitted so to do by a municipal by-law. No mischievous animals may run at large in any municipality. Entire

and mischievous animals have been defined in previous articles.

2. In a municipality where domestic animals may lawfully run at large (that is, where there is no by-law to the contrary) no action for damages may be brought by a land owner unless his land is surrounded by a lawful fence as defined in the Act. This is subject to the exception with respect to damage caused by sheep, which is mentioned in a previous article. Where the land is surrounded by a lawful fence, the owner of any domestic animal which breaks into the land shall be liable to compensate the owner for damage done by the animal. In such a case the owner may either bring a civil action for damages, or may impound the animal and make a claim for damages in the manner prescribed in the Act. It has already been pointed out that the land owner should choose very carefully between these two alternatives, and that the taking of proceedings under this Act constitutes a waiver of the right of civil action.

3. The following provisions of the Act should be kept in mind:

"10. A fence surrounding growing grain crops or grain crops in process of being harvested shall not be deemed a lawful fence unless the outside limit of the fence is situated at least eight feet from the crop.

11. A fence surrounding stacks of hay or grain shall not be deemed a lawful fence unless it is situated at least twenty feet from the stacks."

4. In a municipality which has passed a by-law making it unlawful for domestic animals to run at large, it would appear that the right of an injured land owner either to bring civil action or to impound and claim damages exists whether or not his land is surrounded by a lawful fence. The question has been raised as to whether it is fair and just that the owner of livestock should be required to keep his livestock fenced in and that the owner of crops should not have to protect the crops by fencing. It has always been a basic principle of common law that any land owner should be entitled to the use and enjoyment of his land without fear of damage caused by trespassers, whether they be persons or animals. Conversely, it has equally been a principle of common law that any person committing a trespass on the

lands of others must be responsible for the damages done in the course of such a trespass.

The following might seem to be a fair summary of the spirit and intent of the Act: In open country where domestic animals commonly must be permitted to range to a certain extent, they will not be deemed to be trespassing in the true sense unless fences are broken down. In other parts of the Province they must be either confined or at least superintended or herded so that they will not do damage to other property, and they must therefore be considered as trespassing if they go on to the land regardless of whether such other land is or is not fenced.

LIVESTOCK SURVEY

The bureau of statistics' 1956 census reveals the following changes in Canadian livestock numbers over the years:

	1921	1941	1956
Horses	3,451,752	2,788,795	784,018
Cattle	8,369,489	8,517,007	11,019,403
Pigs	3,324,291	6,081,389	4,732,799
Sheep	3,200,467	2,839,948	1,638,194
Hens - Chickens	41,125,091	58,994,493	67,641,719
Turkeys	1,084,787	3,204,569	4,771,859

—Wheat Pool Budget

U.G.G. Offers Farm School Bursaries

Three bursaries will be provided by United Grain Growers Ltd. again this year to assist young Alberta farm people to attend schools of agriculture and home economics. The bursaries will be tenable as follows: one at Fairview, one at Vermilion, and one at Olds.

The bursaries will be available to any young person living on a farm who is 17 years of age or older, and must be used for the school term which will commence next October. A committee appointed by the Provincial Department of Agriculture will be established to evaluate the candidates and to recommend to United Grain Growers Ltd. to whom the bursaries should be awarded. In recommending the awards the committee will consider the following factors — academic achievement, interest in junior and community activities, leadership ability and need for assistance. Primarily the bursaries are intended to help those who could not otherwise attend a school of agriculture, but through their participation in community activities have proven themselves worthy of assistance.

Application forms are available through the office of district agriculturists, district home economists, and fieldmen of the U.G.G., or may be obtained upon writing to the offices of United Grain Growers Ltd. at Calgary. Applications will be considered until August 15th.

SAVE
on all your



**FARM
SUPPLIES**

In addition to the extensive savings made by the individual member who buys from U.F.A. Co-op, there are also substantial benefits for the Local. Since 1952, \$92,000.00 has been paid in cash to Locals by U.F.A. Co-op in the form of rebates and discounts. In the same period deferred dividends to Locals have amounted to \$31,000.00. Grand total is \$123,000.00.

Many Locals finance themselves with the money they get from U.F.A. Co-op as extra benefits resulting from members' purchases of Farm Supplies.

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FWUA Section

MRS. C. T. ARMSTRONG
F.W.U.A. President



CHILD WELFARE WEEK

As usual during Easter week, the Alberta Council on Child and Family Welfare held a series of meetings for children and adults. It is always a very busy week for it seems that everything is packed into every minute, and if that isn't enough, well there is always the busy approach to Spring and its multitude of chores to be done.

After attending these meetings for several years one wonders if there will be anything new, and sure enough there is. While some of the speakers are the same, it is refreshing to find that another year has brought some solution to a problem or a situation has improved some, and so by these signs one realizes that some progress has been made.

In the field of education one has always to analyse what has been said, for sometimes it all depends where you live how these things affect you, and the solution one place is not the solution for another location. I still think there is much to be done in this field and we in the rural areas must do our share of thinking to help overcome the difficulties facing us in the field of education. I am always glad to present the rural views in this council, for there is a big representation for urban thinking. Mr. Warren was the speaker on this topic, and since he is Supt. of Calgary Schools he was asked many questions of interest.

Mr. Cameron was the speaker on Juvenile Delinquency. He spoke on things past, and present conditions and plans for the future. He outlined conditions in the homes for delinquent girls, the Mountain View in Calgary for Pro-

testants and the Home of the Good Shepherd in Edmonton for Catholics. He told of plans to build a new home for girls in Edmonton along the same plan as the Bowden Institute for boys. These girls are given training not only religiously and morally, but are given help to fit themselves to earn their living. They can learn hairdressing, typing, business course, sewing, etc. They enjoy recreation while in the Home and learn square dancing, folk dancing, and some ballet. Mrs. Riley asked me to be chairman that day, and I encouraged questions which Mr. Cameron was generous in answering for us.

We had a very good talk from Hon. Mr. Patrick, Minister of Economic Affairs. He outlined the various branches of his department, and since the dedication of the two new auditoriums was scheduled for the Sunday, it was timely that he told something about their construction and some of the features of the buildings. I might say here that I did not get a ticket for the dedication ceremony, but did pay to hear Betty Jean Hagen and the Calgary Symphony Orchestra and enjoyed it very much. The tour of the building was interesting, not only to see many features of construction, but the special exhibits there just for dedication week. I hope that many of our farm people will be able to enjoy these buildings and that the idea of honouring the pioneers will not be forgotten.

Another speaker outlined recreation programs in the city schools. It brought forth several questions of pertinent interest, are we getting too much recreation and not enough of the three R's!

Colonel Fleming spoke on censorship of

movies, and named several pictures which did not meet the standards of the National Board, and pointed out that Alberta was more particular than other provinces in what was permitted as family entertainment. Through our efforts, a new way is going to be used to ascertain the age of juveniles seeking admission to the theatres. At present no actual proof of age needs to be given. A new card system will be introduced in the schools, and the students will have their birth-date printed on, so these disputes will be ended.

The Welfare Week concluded with a banquet and another talk by Rev. MacKenzie, — "What are you worth?" I wished that many of our members could have heard him. I was happy that Mrs. Douglass and Mrs. Braithwaite were able to be there for the Friday meeting and banquet. Mrs. Barker who is our delegate had attended the meetings through the week, and we did enjoy them. We also took our turn in serving lunch to the meeting.

This is a thumb-nail sketch of a very busy week, and sometimes I wish that more people could hear these talks of interest. The attendance was very poor this time, many were sick, and children were getting Salk vaccine shots, that may have accounted for the drop in numbers.

F.W.U.A. Hi-Lights

Viking South FWUA #807 find the paper on Farm Problems and FUA Policy both informative and interesting, and feel the organization is making progress. The members are in favor of holding Farmers' Day by picnicing and watching a stampede. They also plan on sending a box of used jewelery, hats, purses and dresses to the patients in Ponoka Mental Hospital.

* * *

The members of Westlock FWUA #308 also express much interest in Mrs. Taylor's bulletin on "National Farm Policy", and feel it will bear further study and they hope to obtain more information from Mrs. Taylor.

* * *

Anthony Hill FWUA #909 (Ponoka) report some very interesting and useful meetings. At one they saw a film from the Mental Health Association — "Out of Darkness". Mr. Moisey, of head office, attended one meeting, and the February meeting held much interest by way of discussion on hobbies and handicraft, and the home economist helped plan a sewing clinic. A patient in Ponoka mental hospital has been adopted by this local.

At the May meeting of St. Alberta FWUA #502, a letter from Mr. Hittinger, telling of sub-district conference and district convention, was read. A picnic on the Sturgeon River is planned for Farmers' Day.

* * *

Ranfurly FWUA #610 report a very successful Red Cross Drive—collecting \$169.00. A resume of the talk on "Mental Health" by Dr. O'Connel, given at the short course in Vegreville, was heard by the members, and a discussion on conditions in Alberta mental hospitals followed.

* * *

It is planned by South Eaglesham FWUA #108 to put on a fall fair at Eaglesham, in August. One member at each meeting donates a cake, pie, or whatever, which is raffled and the money goes into petty cash. It is planned to have the district home economist pay a visit soon.

* * *

Gleichen FWUA #1010 had an excellent turnout (30 to 40), and also FUA members, at their last meeting. Mr. Perkins, the farm safety director, from Edmonton, showed very interesting films and slides on farm safety. At this meeting also a name was submitted for Farm Young People's Week.

* * *

A program convenor was nominated by Wild Rose FWUA #1108 (Carolside) to act in conjunction with the sub-director in making plans for the district conference. The members decided to help canvass for Cancer Crusade.

* * *

Maple Lodge FWUA #811 (Viking) catered for a neighbor's sale and \$106.60 clear was the result for the local. Discussion on national farm policy is planned for a joint FUA - FWUA meeting in near future. Plans for Farmers' Day to be made later.

* * *

Mrs. Olive Douglass explained, to the members of Berrywater FWUA #1202, the new "FUA Policy — Forward Pricing for Agricultural Products", and this was followed by a very interesting discussion on it. A film "Never Surrender", by the Alberta Division of Canadian Arthritis and Rheumatism Society was shown in Vulcan and some of the members of the Berrywater local saw it and demonstrations of exercises for arthritis, also an address on the subject.

* * *

At their last meeting Ascot FWUA #715 (Wainwright) drew up a resolution to the effect that "Reflectors be put on all freight cars on the railways", this resolution to be presented at the Edgerton convention. A film on "Frozen Foods" was shown by the district home economist, Miss Craig, and was of great interest to the members.

Poplar Ridge FWUA #1020 (Red Deer) have decided to have a "Benefit Dance" instead of a picnic on Farmers' Day, to raise funds for one of their members who is suffering from cancer.

* * *

At the May meeting of Ft. Saskatchewan FWUA #604 most of the time was spent on a discussion of Mrs. Taylor's bulletin on "National Farm Policy". It was decided at this meeting that the ladies would gather at the home of one of their members who has been ill for some time and plant her garden for her.

* * *

Gwynne FWUA #918 report little business done at their May meeting due to a very small gathering of members.

* * *

High Prairie FWUA #204 report a good meeting with best attendance so far. A social evening in aid of the Queen Contest was held — not too well attended, but all who came enjoyed a pleasant evening and free lunch. Remaining lunch was auctioned off to the men, which helped pay expenses.

* * *

Camrose FWUA #801 at their May meeting discussed plans for their coming district conference at Camrose. This local has been asked to serve lunch in the afternoon. Plans were also discussed re the booth concession at the 4-H Beef Club Achievement Day.

* * *

The following suggestions for making their women's meetings more interesting were sent in by Fairview FWUA #201. (1) More information regarding proposed plans for a recreational director; (2) More demonstrations on crafts — copper tooling, leathercraft, etc.; (3) Encourage other locals by an invitation to a joint meeting; (4) Have the district nurse speak at the meetings; (5) Someone to speak on gardening; (6) Show films.

* * *

Burnt Lake FWUA #1004, (Red Deer), is responsible for the district conference in district 10 this year and have been very busy arranging for place, guest speakers, etc. All necessary particulars will be mailed to the locals concerned.

* * *

Pollockville FWUA #1106 report much activity — what with plans for Farmers' Day, lively discussions on the various bulletins from head office, a report on conference arrangements, a report on local's work for the past year. This local will again act as official collector in their area for C.N.I.B. Meeting date of the local has been set back to the third Wednesday of each month.

A member of New Borschiw FWUA #625 (Haight) gave a very interesting report on the "Leadership Course" held at Vegreville. Two other members attended a banquet, on invitation, given by the Vegreville Cancer Society and a report was given on the interesting and educational meeting which followed. This local is a member of the Cancer Society. A successful amateur night was held and it just may become an annual affair. Mr. Moisey and Mrs. Dowhaniuk were guest speakers that evening.

* * *

Violet Grove FWUA #506—a fairly new local—are asking for information as to what other FWUA locals are undertaking as projects this year. This local is working towards getting a 24-hour telephone pay station installed in Violet Grove.

* * *

Heath FWUA #703 report progress on "Frontier Days Parade" float. A member reported on pre-conference meeting and several ladies plan to attend the conference at Edgerton. A picnic at Clear Lake is planned for Farmers' Day.

* * *

A bulletin on Education, read by one of the members, proved very interesting and caused lively discussion by Chinook FWUA #1213 (Pincher Creek). A "flower contest" was held and gave each member something to think about — no one being able to get all the answers. A plaid travelling bag — with a small gift from each member — is to be given to a sick member who is going on a month's vacation.

FWUA CONFERENCES IN DISTRICT 11

(Continued from Page 12)

Ewing Lake Hall with the Auger F.W.U.A. local as hostesses. This is the first conference in the area and the Auger local is to be congratulated on its success. The large handicraft display was outstanding and compared favorably with the exhibit at the annual convention for quality of workmanship and variety of exhibit.

The East Drumheller F.W.U.A. local were hostesses to the fourth conference held at Delia. There were three F.W.U.A. locals and 2 F.U.A. locals represented. Features of this conference were the well conducted buzz sessions on farm safety and the efficient work done on resolutions prepared for the District 11 convention.

On the whole, conference week in District 11 was a success and we hope that next year even more of our women, particularly those from the F.U.A. locals, will attend.

Annual Meeting A. L. C.

DEAR FRIENDS:

If you received this in time you might be interested in attending the Annual Meeting of the A.L.C. this year. It's to be held in the Moose Hall in Edmonton on July 4th and 5th. The past year's business will be reviewed and policy for the coming year will be determined.

Many of you will know exactly how a co-operative operates. Many haven't the slightest idea. Naturally, we're interested in Livestock Co-ops.

At the A.L.C. annual meeting there will be delegates present from all sections of Alberta and from Dawson Creek, B.C. Livestock producers will therefore be represented by their delegates from as far south as Claresholm, north to Dawson Creek and Fort Vermilion and east to the Saskatchewan border. In a westerly direction we're generally stopped where grazing and grain production stops.

This representation originates in the country.

First, in theory and in fact, the livestock producers in each area are directly representing themselves. They get out of their co-operative associations exactly what they put into them. No more, no less. They're the people who elect their own boards of directors and then determine what they want done, instructing their directors accordingly. The shippers, the managers and the directors are appointed or hired by the producers. It's usually the custom to appoint, at the annual meeting of the Central Selling Agency, the A.L.C. Board of Directors, make their requirements known, and in fact then determine the policy of the Agency.

There's no magic formula in this operation. It's simple and clean-cut. If you're interested enough to want to have a voice in the disposition of your livestock you can certainly have it. Keep your own shippers and your own directors on their toes, they in turn will see to it that we do what is required. It's your baby from start to finish.

However, as we stated previously, you get out of your own locals just what you put into them. If they're not efficient you're just not watching them close enough. Most of them are good operators and if you'll look behind the scenes there you'll find interested members, good direction and management, but first and foremost individual pride of accomplishment.

We'd certainly like to see you at our annual meeting, but if you can't come, why not make certain that your local is well represented by the best men you have in the district.

The Livestock Producers who are represented at this meeting of the largest livestock marketing agency in western Canada are the people who are taking positive and constructive action in the organized marketing of your livestock. And you must agree that both action and organization are badly needed.

ALBERTA LIVESTOCK CO-OPERATIVE LIMITED

Geo. Winkelaar, General Manager.

Alberta Livestock Co-operative Limited

TRIP TO ONTARIO

by Walter Scheidt

First of all I would like to thank the Jr. Farmers' Union for making it possible for me to be a guest of the Jr. Farmers' Association of Ontario. It was a pleasure to represent this organization, and also represent Alberta.

We left Alberta on March 8th and arrived in Guelph, Ontario, on March 14th. My wife, Elsie, and I enjoyed a lovely drive through United States and Ontario. The weather was ideal for travelling.

The first function we attended in Ontario was the Junior Farmers' Association Annual Convention, which was held on the campus of the O.A.C. at Guelph, Ontario, on March 15, 16 and 17. Over 200 Junior Farmers from all parts of the Province were on hand. The first day was covered by the election of officers, and resolutions. I would like to tell you a bit about how the Jr. organization is set up. In Ontario there are 48 counties and a director is elected from each of the counties at their annual field days. From this the counties are divided into zones. There are six zones which divide the 48 counties. At the conference in Guelph the 48 directors go into their zones and elect a zone representative, which makes up the Provincial executive. The directors then elect one extra member. Therefore the executive consists of seven members. From this executive a president and vice-president are elected.

The president elected was Mr. Dave Barrie of Galt, and vice-president Miss Kay Homan of Hastings County. The rest of the day dealt with the resolutions. The one that I felt was very interesting was that the Ontario Jr. Farmers consider the inauguration of an International Farm Youth Exchange. This was discussed and it was felt that all provinces would have to get into it to make it a success, for the cost is great.

Many of their other resolutions were very much the same as ours—junior farmer loans and closer relation with the 4-H.

The evening program got off to a good start with a "get-acquainted party" for the delegates. This was in the form of round dances and games. After this the final debates were held. The topic used was, "Resolved that the establishment of farms in Ontario on a 100 acre basis is detrimental to sound economic advancement of Ontario's agriculture."

Following the debates we were introduced

to the delegates. Russel McAllister gave his retiring address the next morning and asked the important question of the Junior Farmers, "How far have you come?" Russel said, "Their organization is considered to be one of the finest in the world for young people." After Russel's address, successful Junior Farmer programs and projects carried on in various counties were reported on in detail. Some of the projects they have are Variety Shows; Year Books; Junior sections of Fall Fairs; Safety and TV Competition. The TV Competition that took first prize down there was on "Country Calendar" on April 14th.

The afternoon program started with two films — one entitled "Grass Roots Ambassadors", dealing with International Farm Youth Exchange program, and the other "A New World for Farming."

The girls then went into a session and the boys toured the Veterinary College.

At the evening banquet the guest speaker, John F. Clark, whose topic was "Our Heritage". His talk was based around our freedoms. As junior farmers "it is your responsibility to cherish and protect this heritage for future generations."

The program concluded with a dance.

Sunday morning the theme for discussion, "The United Nations at Work." The speaker was Mrs. Houck. Mrs. Houck traced the development of the United Nations Organization. She was impressed with the high regard in which Canada is held by other nations of the world.

A large number of junior farmers and their parents attended the annual church service held in War Memorial Hall. The sermon was, "Sowing Today—Reaping Tomorrow". One of the county choirs rendered two anthems and led in the singing of hymns.

As a finale to the conference, Rev. W. A. Young conducted an Installation Service for the new officers and directors of the Junior Farmers' Association of Ontario.

Following this conference we visited farms.

In closing, our sincerest thanks to you all for choosing us to represent you in Ontario. We hope we fulfilled our duties there and have come home with new and better ideas for you all.

THIS AND THAT

"My mouth works faster than my brain, I say things I haven't thought of as yet".

Junior F.U.A. Queen

We take great pleasure in announcing that Miss Gail Oberg of Meeting Creek, District 8, is the winner of the Jr. F.U.A. Queen Contest.



MISS GAIL OBERG

Gail has been active in 4-H work for three years and secretary for two years, also secretary of the Meeting Creek Students' Union.

Miss Maureen Elliott, District 10, was in



MISS MAUREEN ELLIOTT

second place and Miss Doris Shemelko, District

2, was in third place. These two young ladies will be attendants of the Queen at Farm Young People's Week.



MISS DORIS SHEMELKO

We would like to thank all the girls entered and the locals that supported them in the contest. They all helped to make the contest as successful as it was. The Junior F.U.A. did very well financially and the profit will be used by the Juniors for their projects.

NETHERLANDS TEST NEW METHOD FOR FIGHTING SOIL EROSION

A report from the Canadian Foreign Trade Service in The Hague states that a new Dutch method of fighting soil erosion caused by wind, is now being tested in the Netherlands. The new method has been devised by W. A. Scholten's Chemische Fabriek N. V. of Foxhol, Groningen, and consists of spraying sandy soil with special machines using a by-product of potato flour. The mixture combines with the upper layer of soil to form a thin crust which is strong enough to resist wind. Since it is soluble in water, the number of sprayings per season depends on the rainfall. It costs about \$6.00 per acre to apply, but is considered economically worthwhile by the makers, in view of the erosion damage otherwise caused to crops.

The mixture will be used in Holland for asparagus beds, freshly planted potatoes, beet and other fine seed, and to prevent the blowing away of fertilizer. Research is going on into its applications for rye, oats, potatoes and maize, grown under loose soil conditions.

—Spot News from Abroad



VETERANS ON THE LAND



by Robert Davidson

At this time of writing we are wondering what will be the result of the election June 10. We have heard a few good statements from various political candidates. We simply hope whoever wins this election will practice the good points, they have our attention to cause us to cast our vote in their favor.

Many of our veterans are being faced with financial difficulties on their farms. The people who are earning their money by hourly pay are highest than ever has been known, while we are faced with having produced too much for what our markets can dispose of. This has caused many of our veterans who are farming to consider quitting while others already have. True, some are managing well, health and success has favored them and they are well along with their payments, with some having the title to their land.

No one should be hasty in leaving their farms, especially do not consider quitting. You have put a great deal of time, labor and money into this investment, which in time will be security to you and your family. It is proven that anyone staying at farming, though often short of money to meet their commitments, still they are accumulating both in improvements to their farms and buildings and livestock.

If you find you can get the needed money by employment which will be enough to assist for a short time, do consider keeping your farms. Talk it over with your V.L.A. fieldman, he is willing to assist you in any practical manner. You can get leave of absence for two years, one year at a time prior to earning your credits. This is provided you get a satisfactory renter which is acceptable to the V.L.A., preferably another veteran.

The contract will be drawn up entirely by the V.L.A. whereby all returns of the farm will be paid to the V.L.A. which will be credited to your contract. Most times the contract soon becomes in good standing as all returns going on the contract is a great help.

If the veteran has earned his credits on his contract he may at the discretion of the V.L.A.

get leave of absence for three years, one year at a time. This practice is only done to allow a man to improve his financial situation as the V.L.A. was primarily set up to establish our men who are anxious and interested in farming.

There are those who can be helped by additional money which they can have through Part Three. Some ways that help our men is extra money for farm improvement and livestock. Those wishing to have more stable space for their stock or dairy cattle should consider what is termed pole barn construction. The poles are creosote treated poles which provide the barn frame on which plywood is used. These structures are becoming very popular as there is less labor required in construction. In many cases the men do all or most of the work. The cost of these buildings is not nearly as great as the conventional barn which now is prohibited by the high cost. Planks are used on the inside as splash planks and also to save the plywood from abuse of the stock in the barn.

These are some of the suggestions which we should consider to enable us to continue on our farms. Truthfully, we have the confidence in our land and agriculture that we have a brighter future. We have established homes and many are raising families which have the western optimism; it will be better next year.

It was stated in the findings of the Gordon Commission that many of the smaller farms were not an economical unit. They recommended that these men should leave their farms and find employment in industry.

This would take in our men on one quarter and some half-section farms. Our western provinces can't afford this. It is the only way we can maintain our rural schools, get telephones and electric power and continue to have improved roads. Many of our best young people are growing up in rural districts.

In a letter I saw lately written to the editor of one of our leading western newspapers, in reference to the finding of the Gordon Commission in regards to the small farmer seeking employment elsewhere, the outstanding statement was "Should 30,000 small farmers in Canada fold up their tents and quietly steal away." I say Canada needs these farmers but Canada should do more for marketing our agricultural products and maintain a steady flow of income to our farmers and their families.

Know Your Directors



JAMES DERRICK

Mr. James Derrick has been director for District 12 for three and a half years and recently resigned to assist Gordon Burton in the federal election.

Mr. Derrick has been active in the Union for the past eight years. Beside his activities in the F.U.A. he has been a 4-H club leader for five years, a member of the High River Hospital Board and president of the East Longview Community Hall.

He is married to Margueritte Bews and they have three children, two boys and a girl. They operate a mixed farm in the foothills west of High River.

* * *

MRS. SAM ALBERTS

Mrs. Sam Alberts, F.W.U.A. director for District 13, was born in Scotland, but came to Alberta as a baby. She attended public and high school at Medicine Hat and Normal School at Calgary and taught school before marrying Sam Alberts, a farmer in the Brooks area.

Other organizations she is active in beside her work as F.W.U.A. director, and secretary of District 13, are Brooks Rest Room Society of which she is president, One Tree Ladies Aid, secretary; and treasurer of the Brooks Home and School Ass'n.



ANDERS H. ANDERSON

Mr. Anders H. Anderson, F.U.A. director for District 13 is a native of Medicine Hat where he attended elementary and high schools, later enrolling in the Olds School of Agriculture.

He started in the farm movement as a junior, and has held all offices at both local and district level, becoming a director four years ago. Besides his activities in the F.U.A., Mr. Anderson is chairman of the Cypress Rural Electrification Association, director of the Medicine Hat Co-op Credit Union and a board member for the Memorial United Church for several years.

He is married and has two children, Beverly, aged 6 and Errol, 1 year. They operate a 7½ section farm — dairying and grain farming.

FREE SPEAKERS AND FILMS

Locals as well as directors and sub-directors are very often looking for speakers and films for meetings. If they are interested in speakers on safety topics such as Highway Safety, Safety in the Home, or Farm Safety, they might write to Alberta Safety Council, Alberta Block, Edmonton; or Safety Personnel Association, c/o J. W. Pace, Imperial Oil, Edmonton.

The Alberta Safety Council maintains a film library at Extension Service, University of Alberta. If interested in speakers or films on swimming and water safety contact Alberta Branch, Canadian Red Cross House at 1504-1st Ave. E., Calgary, or Red Cross House, Edmonton. All speakers and films are available without charge. It would be appreciated if requests could be made at least two weeks in advance.

They Die So Young

by BILL PERKINS

Farm Safety Director, Alberta Safety Council

Alberta's farm fatalities in 1956, including drownings, amounted to 86 and of this number 31 were youngsters under 9 years of age. Comparing this number with any other age group, whether it is those in the age group 10 to 20 or 40 to 50, it is found that there are about three times as many fatalities among the youngsters as any other.



Fence the dugout or have a fenced play yard.

Let's take a look at some of these fatal accidents and what caused them. Drownings headed the fatality list with ten, four in the farm dugout, three in sloughs, while the other three were in a river, a creek and a stock watering trough.

The farm truck and the people handling them took the lives of four. One youngster, just a year old was run over by a truck in home yard. A 2½ year old fell from a truck that he was riding in and was killed by the wheels. The same thing happened to a 5 year old. A 6 year old girl was killed by a truck in which she rode when it tipped into a ditch.

The rifle too, took four lives. A boy of three was killed when his father was cleaning a rifle. A five year old was shot by his ten year old brother, while another five year old died when he stepped in the way of a target shooter. A boy of seven, visiting from a neighboring farm shot himself with a loaded big game rifle. The farm tractor in the hands of parents killed two youngsters. A farm mother ran over her two year old son, while in another family it was the father that ran over his three year old boy while backing the tractor in the farm yard. The other tractor accident happened to an eight

year old. He side tipped his tractor while plowing a field.



Keep them off the Tractor — Away from Moving Machinery.

These fatalities have happened, can others be prevented? After checking many fatality records it seems very obvious that most of the fatal accidents could have been prevented and it certainly applies to the youngsters under nine. However, parents have got to accept their responsibility for the safety of their youngsters. If there are very small youngsters in the family, a fence play yard is a necessity and will be a big help for the busy mother in keeping them out of trouble. The older children should be told of the danger spots on the farm and taught the necessity of never under estimating them, both by word and example.

If farm safety were made a family affair with each member taking an active part in it, farm fatalities could be cut to a bare minimum and Alberta farms would be the best and the safest place to raise children.

WHEAT POOL BURSARIES

The Alberta Wheat Pool is vitally interested in the education and training of Alberta's youth — the farm leaders of tomorrow. For this reason it makes a number of bursaries and scholarships available each year.

Bursaries for Rural Students:

The most valuable educational awards made by the Alberta Wheat Pool are two bursaries of \$500 each. One recipient is chosen from the north of the province and one from the south. Both receive \$500 in each of their undergraduate years, up to a maximum of five, providing a satisfactory scholastic standing is maintained.

The bursaries are tenable at the University of Alberta and are open to students whose parents are engaged in farming and who derive

their major income from that source. The awards are based on the scholastic standing of the candidates in high school and their need for financial assistance.

Preference is given to students entering the faculty of agriculture but applications are considered from those registering in any degree course.

Application forms may be obtained by writing to the Registrar, University of Alberta, Edmonton.

Garden Club Scholarships:

Three scholarships are awarded annually to enable former 4-H garden club members to enroll in the household economics course at the University of Alberta. The purpose of these awards is to assist in the training of district home economists. The scholarships are worth \$200 each and are offered to a student of outstanding merit entering each of the first, second and third years of the household economics course.

Applications must be submitted by August 1st to R. M. Putnam, Deputy Minister of Agriculture, Parliament Buildings, Edmonton.

Henry Wise Wood Memorial Bursaries:

These bursaries are awarded in memory of the late Dr. H. W. Wood, Alberta's outstanding farm leader and first chairman of the Board of Directors of the Alberta Wheat Pool.

Six bursaries worth \$135 each are awarded annually to assist farm boys and girls to attend the provincial schools of agriculture. Members and former members of any of Alberta's 4-H clubs are eligible. The awards go to one boy and one girl registering at each of the province's three agricultural schools.

Applications should be made through the local district agriculturist or district home economist.

For further information on any of these scholarships or bursaries write or contact head office of the Alberta Wheat Pool in Calgary.

—Wheat Pool Budget

Paint to Brighten and Preserve

Banish winter blues, make use of the spring weather to freshen your home and to plan the changes you wish to make before the next long winter is upon us.

One of the easiest, yet most impressive, changes the homemaker can make is with a new coat of paint for walls and ceilings. The new paints on the market make it possible to change the color of a room in a very short time with a minimum of inconvenience. When choosing a paint make sure it is a suitable type for the intended use. To make it more pleasant for the family choose a paint which dries quickly.

Consider the size, shape, exposure and, of

course, the existing colors of the room, when choosing wall colors. Carefully avoid very dark or intense colors — remember the color sample "chips" can be deceiving as colors become darker and more intense when used on a large area. A white ceiling is a wise choice from the point of light reflection. However a "brush full" of the wall color may be added to the ceiling white, relieving the starkness without decreasing the light reflecting qualities.

While thinking about a new look for the interior of the home, don't forget that many more people see the exterior of your home than the interior. Expensive damage to an exterior can be prevented by keeping the structure well protected with outdoor paint products made especially for this purpose. Be careful of over-painting — two thin coats are more effective than one thick coat and be sure that paint is well spread out. Experts tell us that painting the exterior every 5 years is sufficient otherwise a too thick coating of paint accumulates.

These few hints should make your exterior painting easier:

Once the color scheme has been decided upon, the next step is an estimate of how much paint to buy. Measure the distance around the house and then multiply it by the height to the eave-line. Add extras such as gable ends and don't deduct for doors and windows, as these compensate for paint needed for eaves and under clapboards. Divide the total in square feet by 550 to find the number of gallons needed for each coat. Doors, windows, screens and similar trim are extra and usually require about 15% of the amount needed for one coat on the whole house.

Preparing the house can be as important as the actual painting. Make sure that all loose and scaling paint is removed, either by sanding or burning, or by scrubbing it with a wire brush or steel wool. This will prevent heartbreaking scaling later on. An exterior which has had a previous finishing coat must be sanded or brushed, finishing with a steel brush permitting greater adherence between paint and surface.

Before the painting begins care should be taken to insure thorough mixing of the paint.

Don't ignore the importance of a proper paint brush — a 4-inch brush will do the trick on open areas, while a 2½-inch brush is best for trim. Paint under the clapboards before doing the flat areas. This way the paint won't be scraped off when the brush overlaps the edge of the board. And, when painting windows paint all the small trim first for the same reason. Remember to remove all decoration, door knobs, letter boxes, name and number plaques first. This saves harsh words later.

—Miss Carol Sanderson, Home Designing Specialist, Home Ec. Extension Services, Dept. of Agriculture

Open Forum

Letters for publication from members and subscribers only in The Open Forum must be brief. Pen names may be used if desired, but the pen name of the sender must accompany the letter. **A recent Board of Directors' ruling limits letters to 300 words** and those longer cannot be accepted. Readers are asked to observe this change. The F.U.A. does not endorse or accept any responsibility for opinions expressed under this heading.

The Editor:

I submit the following as my solution to the present agricultural marketing problem. Bearing in mind that the purpose of International Trade is to exchange the surplus products of our country for the products of other countries so as to provide our own people with a higher or more diversified standard of living; and without any intention to subscribe to the fallacy of favourable balance of trade, which simply means exporting more wealth than we import.

Everybody recognizes that the prosperity of agriculture is essential to the welfare of the Canadian economy and also that it is essential to the prosperity of Canadian farmers that they be provided with adequate markets.

In order to provide against the threat of inadequate markets which is caused by the failure of our present financial policy to provide a satisfactory medium of exchange for the trading of goods with overseas countries, the following steps are recommended:

1. Provide for a central export-import board to supervise and co-ordinate the work of assembling and marketing agricultural products.

The setting up of such a board will require the co-operation of the federal and provincial governments so that there will be no future conflict between provincial and federal authority in the matter of marketing.

2. Provincial boards should be set up to work in harmony and co-operation with the central board.

-A permanent policy should be established whereby:

A central board shall be provided with the necessary finance, at cost of issue to handle all farm products offered, at not less than agreed floor prices.

3. That such central board be empowered to accept imports in exchange for exports where such imports have been demonstrated by previous demand to be in accordance with the wishes of the Canadian people; or goods which the central board has reason to believe will be readily purchased by the Canadian people.

Floor prices should be established from year to year by a board composed of representatives

of organized farmers together with government representatives. Taking the price level of the previous year to be 100. Any fall in the world price of goods which are being exchanged between Canada and another country shall have the effect of reducing the floor price of the Canadian product. The Canadian floor price will be paid to the Canadian farmers by the central board and whatever imports are received in exchange for these exports, shall be priced to sell in Canada for a sufficient price to equal in total the financial advances made by the board to the Canadian farmers.

In this way the parity price of farm products would be maintained in conformity with the rise or fall of those commodities which enter into the farmers' production costs.

As world prices fall so will farm prices fall in equitable relationship with industrial prices thus reducing the cost of living to all consumers.

That marketing boards be given the right to require that all produce offered through ordinary market channels be delivered to the board.

That all goods listed as regular commercial commodities and imported by the marketing board on a barter basis be admitted free of any restrictive duties which would have the effect of raising the retail price.

In view of the fact that the proposals contained in this submission have all been endorsed at some time or other by resolutions passed at conventions of representative farmer groups, therefore I suggest that these proposals should be presented by the publicity department of the F.U.A., with the idea of mobilizing public opinion throughout the provinces of Canada in sufficient support to bring pressure to bear on both provincial and federal governments to obtain definite action towards their accomplishment.

These proposals should be pushed by the grass-roots farmers if they are to be brought forcibly before the federal government. Therefore I urge every farmer delegate who believes that this offers a solution to the wheat marketing problem, to speak and vote for it at the F.U.A. annual convention.

Yours sincerely,
Geo. Bevington.

The Editor:

If Mr. Sherratt's letter in your April edition is a sample of the kind of constructive letter you see fit to be given space at this particular time, then no wonder the F.U.A. membership is continually at a low ebb. How can the union claim to be non-political when it prints such hogwash. Mr. Sherratt well knows that other party leaders have or had farms, C.C.F., Liberals and Conservatives, and never before have

we heard any objections to their produce being marketed the same as other farmers. Why not include salaried farmer union officials?

If having other income or interests prevents a man from being "an honest to goodness real farmer" then (according to Mr. Sherratt's reasoning) farmers who made money at other jobs last winter gave unfair competition to other workers. If a man remembers his own boyhood on a farm and wishes to give his children the benefits of country living and at the same time is capable of serving his fellow citizens in public life, should he be penalized and prevented from doing so?

Mr. Sherratt should turn the page and read about the Word of Britain's National Farmers' Union, membership 200,000. Ninety per cent of

the farmers of England and Wales. If the F.U.A. ever really becomes non-political maybe the membership too will rise to 90 per cent. Does Mr. Sherratt imagine that those 200,000 members do absolutely nothing else but farm.

Maybe I am mistaken, but after reading Mr. Sherratt's letter again I doubt very much if Mr. Sherratt is an "honest to goodness real farmer" himself.

His letter sounds very much as if he had an ulterior motive for writing which was certainly not "cricket" as we understand the word, but he was certainly "hitting below the belt" in his zeal to get his "wolfish" insinuations across.

Yours truly,

W. E. & C. H. Norton.

F.U.A. AUTO INSURANCE POOL

QUESTIONS:

1. Can complete coverage including Comprehensive (Plate Glass) be obtained?
2. Can Farm Tractors and Combines be included?
3. Does Policy cover while travelling outside province of Alberta?
4. Is Co-op Auto Policy different in form from that of other Insurers in Alberta?
5. To whom should Accidents and Claims be reported?

6. Who adjusts claims?

ANSWERS:

1. Yes, all coverage can be provided. For Comprehensive cover the vehicle body, including all glass, must be in good condition.
2. Normally Insurance for Bodily Injury and Property Damage on tractors and combines are insured under a Farmers' Comprehensive Liability Policy. Tractors requiring a license can be included in Auto Pool.
3. Yes, while travelling anywhere in Canada, Continental U.S.A., Alaska or on any vessel plying between above.
4. No, all Insurers in Alberta are required by law to use only the Standard Auto Policy.
5. To nearest office of Co-operative Fire and Casualty Company. Cards are being prepared and will be sent to each policyholder. In Alberta notify:

EDMONTON BRANCH,
402 Northern Hardware Building,
Phone: 43535
CALGARY BRANCH,
119 - 11th Avenue East,
Phone: Amherst 2-4163

6. Co-op Fire and Casualty appoints Adjusters. The Adjustment Firm who is closest to the claimant and able to make a proper adjustment is usually used.

If you have questions about the F.U.A. Auto Pool that you feel would be of general interest to members hand them in to your F.U.A. secretary or mail to Co-op Fire and Casualty Company, 402 Northern Hardware Bldg., Edmonton. Answers will appear in subsequent issues.

Your Own Car Insurance

At the annual convention of the F.U.A. the board was instructed to appoint a committee to arrange for a Car Insurance Pool for F.U.A. members, to be administered by a car insurance company.

After negotiating with a number of companies we were fortunate in obtaining the services of the Co-op Fire and Casualty Co. This company is well established and is administering insurance programs in all parts of Canada.

THE PLAN

In order to obtain the best results we have agreed that it is necessary to insure at least 7500 vehicles at the regular low insurance rates quoted by the Co-op Fire and Casualty Company before establishing this pool (vehicles owned by F.U.A. members and already insured in Co-op Fire and Casualty will be automatically included in the F.U.A. Pool).

IT'S UP TO YOU

The rest is up to you — our immediate target is 7500 vehicles so that the pool can be set up before our annual convention. We are counting on every member insuring every vehicle with Co-op Fire and Casualty as present policies expire.

INSURANCE AT COST

Once this is in operation it will mean that F.U.A. members will obtain insurance at cost — only actual expenses of administration and claims being withdrawn from the pool — the balance being available for rate reductions in subsequent years.

HERE IS ALL YOU DO

Fill in and mail the coupon below — hand it to your F.U.A. secretary or mail to Co-op Fire and Casualty Co., 402 Northern Hardware Bldg., Edmonton, or 119 - 11th Ave. E., Calgary.

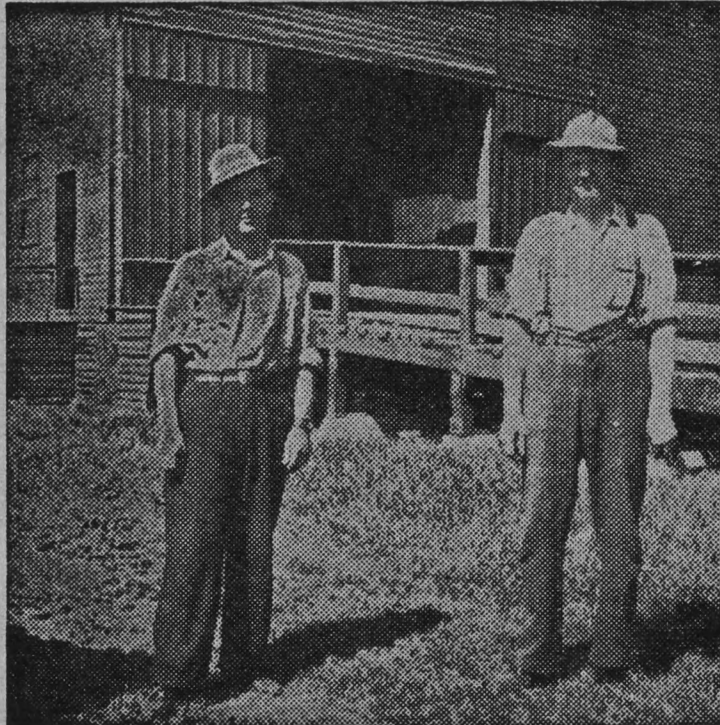
F.U.A. Car Insurance Pool

I am interested in insuring the following vehicles through the F.U.A. Car Insurance Pool and would ask to be reminded one month before my present policies expire by forwarding me rates and application forms.

Type of Vehicle	My present policy expires	Name
1. _____		_____
2. _____		Address _____
3. _____		(Please Print)

THEY WORK FOR YOU

Just 2 of 535 Alberta Wheat Pool Agents



Bill Kureluk and Andy Mochulski, at Vilna

None of them perform miracles,
But all of them guarantee you
Courtesy, fair treatment, and
Full value for your grain.

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